

Message Text

UNCLASSIFIED

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ACTION COME-00

INFO OCT-01 EA-09 ISO-00 EB-08 /018 W
-----089577 270247Z /66

R 270202Z JUL 77
FM AMEMBASSY TOKYO
TO SECSTATE WASHDC 9634
INFO AMCONSUL OSAKA KOBE
AMCONSUL FUKUOKA

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FOR COMMERCE/OIM

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: DESIGN ENGINEERING CATALOG EXHIBITION--INITIAL REPORT

1. FOLLOWING IS EMBASSY'S INITIAL REPORT ON PREPARATIONS FOR
DESIGN ENGINEERING CATALOG EXHIBITION TO BE HELD IN TOKYO
SEPTEMBER 2-6 AND SUBSEQUENTLY AT CONSTITUENT POSTS LATER IN
1977.

2. EMBASSY NOW IN CLOSE CONTACT WITH CLAPP AND POLIAK ON
ALL ASPECTS OF PREPARATIONS FOR INCLUDING CATLOG EXHIBITION
WITHIN THEIR DESIGN ENGINEERING SHOW/JAPAN '77 AT TOKYO'S
HARUMI EXHIBITION FIRGROUNDS. IN ADDITION, CONGEN OSAKA
AND AMCON FUKUOKA HAVE INFORMED EMBASSY OF INTEREST IN MOUNTING
THEIR OWN CATALOG SHOWS AFTER CLOSE OF EXHIBIT IN TOKYO.
TENTATIVELY, SHOW IS SCHEDULED FOR OSAKA (5 DAYS) AND NAGOYA
(3 DAYS) UNDER AUSPICES OF CONGEN OSAKA DURING OCTOBER, AND
FUKUOKA (3 DAYS) AND KITAKYUSHU (2 DAYS) UNDER AUSPICES OF
AMCON FUKUOKA DURING NOVEMBER. EMBASSY BELIEVES
SUPPLEMNTAL SHOWS IN FOUR KEY CITIES WOULD PROVIDE
EXHIBITORS WITH ENLARGED EXPOSURE AND LEAD TO VALUABLE
REPFIND AND OTHER PROMOTIONAL ACTIVITIES. PLEASE ADVISE IF
COMMERCE AGREEABLE TO MOUNTING THESE SUPPLEMENTAL SHOWS.

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EM IF ALL RECOMMENDED SHOWS ARE MOUNTED, EMBASSY SUGGESTS
FOLLOWING BUDGET:

TOKYO--
CONTRACT SECRETARY/LIBRARIAN/RECEPTIONIST \$1,000
PRINTING 500

PROMOTION AND REPPIND	500
PACKING AND SHIPMENT	200
MICESELLANEOUS	100
TOKYO TOTAL	\$2,300

OSAKA/NAGOYA--

ALL EXPENSES, INCLUDING SPECIAL
TRANSPORTATION OF CATALOGS FROM
OSAKA TO NAGOYA \$1,700

FUKUOKA/KITAKYUSHU--

ALL EXPENSES, INCLUDING SPECIAL
TRANSPORTATION OF CATALOGS FROM
FUKUOKA TO KITAKYUSHU, RENTAL OF
DISPLAY SPACE IN KITAKYUSHU (NO
USG FACILITY AVAILABLE), TRAVEL
OF SOME AMCON STAFF TO KITAKYUSHU \$1,500
GRAND TOTAL (ALL FIVE SHOWS) \$5,000

4. EMBASSY HAS RECEIVED CATALOGS AND REQUIRED CATALOG
INDEX FORMS DIB-432P FROM 153 EXHIBITORS TO DATE. HOWEVER,
THESE PROBLEMS ARE NOTED:

A. CATALOGS RECEIVED FROM FOLLOWING FIRMS, BUT WITH CHECKS
AND 2 COPIES OF CATALOG INDEX FORM WHICH SHOULD HAVE BEEN
SENT TO COMMERCE: THESE CHECKS AND INDEX FORMS ARE
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BEING SENT TO COMMERCE UNDER SEPARATE COVER:

--AMERICAN METALS SERVICE EXPORTS, BOX 908, HIALEAH, FL.(\$50)
--AQUARIUS, INC., BOX 874, LAWTON, OKLA. (\$50)
--COLOR-DEC, INC, 420 AND BRO DR., PITMAN, N.J.(\$50)
--DONRAY PRODUCTS CO., 500 SOM CENTER RD., CLEVELAND
OHIO(\$50)
--FOX INDUSTRIES, 722 FOLGER AVE., BERKELEY, CALIF.(\$50)
--IMPEX, 905 LOUISE AVE., CRAWFORDSVILLE, IND.(\$50)
--INTERNATIONAL ENGINEERING CO., 220 MONTGOMERY ST., SAN
FRANCISCO, CALIF.(\$50)
--NALGE CO., 75 PANORAMA CREEK DR., ROCHESTER, N.Y.(\$100)
--STANDARD PRESSED STEEL CO., JENKINTOWN, PA.(\$50)
--WESTRAN CORP., 1148 W. WESTERN AVE., MUSKEGON,
MICHIGAN(\$50)

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ACTION COME-00

INFO OCT-01 EA-09 ISO-00 EB-08 /018 W
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R 270202Z JUL 77
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AMCONSUL FUKUOKA

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B. THE FOLLOWING FIRMS SENT EMBASSY COMPLETED CATALOG INDEX
FORMS BUT NO CATALOGS; REQUEST COMMERCE CONTACT FIRMS
AND ASK THEY RUSH CATALOGS TO EMBASSY:

--ANTI-HYDRO WATERPROOFING CO., 265 BADGER AVE., NEWARK,
N.J. 07108

--DELAVAL SPECIAL PRODUCTS DIV., 4223 MONTICELLO BLVD.,
CLEVELAND, OHIO 44121

--RADER COMPANIES, INC., BOX 20128, PORTLAND, OREGON 97220
(RADER SENT 4 INDEX FORMS: 2 BEING SENT SEPARATELY TO
COMMERCE.)

C. CATALOGS RECEIVED FROM FOLLOWING FIRMS BUT WITHOUT ANY
CATALOG INDEX FORMS ATTACHED; COMMERCE REQUESTED TO CHECK
TO SEE IF IT HAS RECEIVED ALL FOUR FORMS, OR TO ASK FIRMS
TO SEND FORMS IF NOT YET RECEIVED.

--ALPHA ASSOCIATES, INC., TWO AMBOY AVE., WOODRIDGE,
N.J. 07095

--ROCHESTER INSTRUMENT SYSTEMS, 225 N. UNION ST., ROCHESTER,
N.Y. 14605

D. EMBASSY HAS RECEIVED FRAGMENTARY MATERIALS WITHOUT ANY
CATALOG INDEX FORMS FROM FOLLOWING FIRMS; REQUEST COMMERCE
CONFIRM PARTICIATION OF FIRMS AND URGE FIRMS TO PROVIDE
EMBASSY WITH COMPLETE MATERIALS IF THEY ARE TO BE INCLUDED
IN SHOW:

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--CONCEPT ENGINEERING, 171 OAK RIDGE ROAD, OAK RIDGE, N.J.
07438

--ESCO PRODUCTS, RR 3, BOX 171, WESTBROOK, CT. 06498

--FLAIR MANUFACTURING CORP., 600 OLD WILLETS PATH,
HAUPPAUGE, L.I., N.Y. 11787

5. EMBASSY WOULD APPRECIATE COMMERCE SENDING ASAP A CONFIRMED

LIST OF ALL EXHIBITION PARTICIPANTS WHO HAVE PAID PARTICIPATION FEE.

6. EMBASSY BELIEVES ITS STAFF CAN HANDLE CURRENT EXHIBITION WITHOUT HELP OF INDUSTRY SPECIALIST; EXPERIENCE WITH SPECIALIST AT 1975 CATALOG SHOW SUGGESTS THAT LACK OF JAPANESE IS MAJOR LIMITATION TO EFFECTIVENESS.

7. EMBASSY ALSO WOULD APPRECIATE NAME OF COMMERCE COORDINATOR FOR EXHIBITION SO FUTURE CABLES MAY BE TAGGED FOR HIS ATTENTION.
MANSFIELD

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
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Concepts: n/a
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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Executive Order: N/A
Errors: N/A
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From: TOKYO
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Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1729319
Secure: OPEN
Status: NATIVE
Subject: DESIGN ENGINEERING CATALOG EXHIBITION--INITIAL REPORT
TAGS: BEXP, JA
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/a1fbf662-c288-dd11-92da-001cc4696bcc
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